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### Partners



STATE OF MICHIGAN  
IS OPEN FOR  
BUSINESS

Integrity First  
Quality Service Daily  
Responsible Spending Always

### INTRODUCTION

The State of Michigan has opened the doors by continuously improving the business climate through open competition, ensuring integrity, and getting the best deal for Michigan.

For over three years doors were being opened by increasing competition for all state contracts and virtually eliminating no-bid contracting. Prior to increasing competition, nearly \$1 out of every \$5 were not competitively bid. Finally, a preference was established for Michigan businesses.

Buy Michigan First is an outreach initiative to encourage Michigan businesses, including underrepresented vendor groups, to register as vendors and bid on more than 2200 contracts, valued over \$11.6 billion. In the past year, 30% of the bids received had no Michigan vendors.

Buy Michigan First partners with community colleges, economic development agencies, faith-based communities, and others to ensure that Michigan businesses know that the state is open for business.

Below are the results of doors being opened:

Type of Business	Dollars Spent in Michigan 2002	Dollars Spent in Michigan 2005	Change in dollars spent	Net Increase
Minority	\$98m	\$144m	\$46m	47%
Women	\$23m	\$43m	\$20m	89%
Small	\$1.1b	\$2.58b	\$1.48b	136%
Detroit	\$629m	\$1.7b	\$1.07b	168%

### BUY MICHIGAN FIRST PURPOSE

- Increase awareness of how to do business with the State of Michigan
- Increase the number of Michigan businesses registering as vendors
- Increase the number of Michigan businesses bidding on state contracts
- Increase awareness of resources available to small businesses
- Broaden the base of Michigan Vendors

### GOALS

- Create jobs today
- Diversify our economy to create jobs tomorrow
- Invest in all of our people
- Drive down the price tag of government

### OBJECTIVE

- Increase the number of contracts to Michigan-based businesses by 5%

## TESTIMONIALS

Outstanding! Invaluable information for small business owners! Finally - Government doing something for us! Great presentation!

- Mike Dubord, Escanaba

I'd been to other events which left me very frustrated. This event gave very specific things we could do, where other events were just meet and greet and didn't provide actual information.

- Bonnie Alfonso, Traverse City

Very informative! Impressed with the openness.

- Michael Assels, Auburn

It was great! Very clear information! I cannot believe that you actually put the complete contract listing online. I will be visiting your web site. Thank you.

- Carolyn Suttles, Detroit

I found this valuable to my company!

- Kevin Palmateer, Port Huron

Thank you for being timely, getting to the point, and keeping an open relaxed forum.

- Nicole Arend, Richland

Very friendly, helpful, non-intimidating.

- Shelley McLaughlin, Benton Harbor

Thank you to all for putting this opportunity together and making it possible!

- Dyanna Price, Coloma

I am impressed with the availability of information on the web site.

- Ronald Hartinger, Harrison Twp.

## GOVERNOR'S ROLE

- **Executive Order 2003-1**
  - Ensure state contracting is done in an open and honest fashion
  - Taxpayers receive the best price
  - Ensure integrity in the process
- **Executive Directive 2003-1**
  - Standards of Ethical Conduct
- **2003 Contract and Procurement Task Force Report**
  - Result of ED 2003-8
  - Integrity
  - Promote Procurement policies that reduce contractual expenditures
  - Improve State's contracting and purchasing process
  - Include e-procurement in reengineering efforts
- **Executive Directive 2004-3**
  - Preference for Michigan-based businesses
- **Executive Directive 2005-3**
  - Increase open competition for Michigan contracts
- **Executive Directive 2005-6**
  - Enhanced ED 2004-3 to create and keep Michigan jobs
- **Supported Senate Bill 662**
  - Codified ED 2005-3
  - Remains in the House
- **Proposed House Bill 5980**
  - Establishes standards of ethical conduct for employees and officials in the executive branch, including employees with contracting responsibilities

## BUSINESS SERVICES ADMINISTRATION

The Department of Management and Budget through its Business Services Administration oversees purchasing operations for the State of Michigan.

- Mantra is integrity first, quality service daily, and responsible spending always
- Requested an internal audit review to ensure application of mantra
- Created a statewide process to ensure taxpayers savings and efficiencies through the AS-1 form
- Established a Quality Assurance and Review Team to develop updated training for each segment of the purchasing process
- Provided vendor outreach presentations that explains the state's contracting process
- Since 2003, provided nearly \$500 million in contract savings
- Received the 2005 National Association of State Procurement Officials Classic Innovation Award
- Received the 2006 and 2005 National Purchasing Institute Achievement of Excellence in Procurement Award
- Presented Buy Michigan First to more than 3000 Michigan businesses across the state
- Visit the website at [www.michigan.gov/doingbusiness](http://www.michigan.gov/doingbusiness) for more information

## INITIATIVES

- E-Procurement
  - Enable potential vendors to receive notice of invitation to bid through e-mail
  - Submit bids online
- Vendor Visits
  - Learn how to do business with the State of Michigan
  - Tuesdays in Lansing
  - Office hours in Detroit
  - Schedule an appointment by calling (517) 335-0230 or (313) 456-3609
- Buy Michigan First Presentations
  - View the website for upcoming presentations at [www.michigan.gov/BuyMichiganFirst](http://www.michigan.gov/BuyMichiganFirst)
  - Call (517) 335-0230

For more information about the Buy Michigan First initiative, please call Edward Woods III, Director of Communications at (517) 373-1004.

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